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Price List

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MAY 29



FALL 1928

SPRING 1929

Hamburg Nurseries

Hamburg, Iowa

GENERAL INFORMATION

OUR OBLIGATION:

Every customer is entitled to receive in good condition, sound, healthy trees or plants of the size, age and variety for which he pays. The successful growth of trees and plants, after delivery to customers depends almost entirely on conditions of soil, weather, and after-care, all of which are beyond our control. If any stock fails to grow, we will help share the loss with our customers, by replacing at one-half of the original purchase price.

NON-WARRANTY:

If Nursery stock proves untrue to the name under which it was sold by us, a replacement of the stock, as originally ordered, without charge, or a refund of the purchase price, shall be a complete satisfaction of our liability. Except for such liability we give no undertaking or warranty, express or implied, as to description, quality, growth, productiveness, or any other matter of any nursery stock we sell.—Hamburg Nurseries, Hamburg, Iowa.

WE PREPAY TRANSPORTATION CHARGES:

The prices quoted here are f. o. b. your railroad point. Our customers have no expense except the original purchase price. Some Nurseries make an extra charge of 10% or more to cover transportation. This is worth considering in placing your order.

SIZE OF ORDERS:

We will take care of your order no matter how small.

TERMS OF PAYMENT:

All orders are taken with the understanding that cash will be paid in full at the time of delivery.

CERTIFICATE OF INSPECTION:

Issued by our Iowa State Inspector who has gone over our Nurseries, showing them to be free from San Jose Scale, and other injurious insects and diseases, will be attached to every shipment.

REFERENCES:

Commercial Agencies, Any Bank or Business House in Hamburg.

PRICES:

We have made our prices very reasonable indeed. Note our stock is listed plainly as to age and size. Please do not compare our prices with firms quoting on mailing size trees and plants only.

30 of a kind like 30 apple or 30 cherry, etc. at 100 rates; 300 of a kind at thousand rates.

VARIETIES OF STOCK:

The best of the old and the choicest of the new varieties, which have been thoroughly tested and are worthy for your planting are listed. All orders are booked subject to stock being unsold, and without liability to us should injury befall the stock from frost, hail, fire or other causes.

Fruit Department

APPLES AND CRABS

The apple is the KING of fruits. An orchard or even a single tree is a good investment and will INCREASE the value of your property as time goes on.

	Price Each	Per 10	Per 100
Specimen trees, 5 to 7 ft. extra select, 2 yr. top 3 yr rt	\$0.90	\$8.50	\$75.00
First Class 4 to 5 ft 2 year top, 3 yr. root	.75	6.50	50.00
Medium 3 to 4 ft 2 year top, 3 yr. root	.45	4.00	30.00
Summer Varieties			
Duchess			
Livland Raspberry			
Early Harvest			
Red Astrachan			
Red June			
Sweet June			
Yellow Transparent			
Fall Varieties			
Fameuse (Snow)			
Maiden Blush			
Rambo			
Wealthy			
Winter Varieties			
Ark Black			
Ben Davis			
Black Ben Davis			
Delicious			
Gano			
Golden Winesap			
Grimes Golden			
Huntsman Fav.			
Hibernal			
Ingram			
Janet			
Jonathan			
King David			
Winter Varieties (Con.)			
M. B. Twig			
Malinda			
McIntosh Red			
Minkler			
Missouri Pippin			
N. W. Greening			
Northern Spy			
Ramsdell Sweet			
Roman Stem			
Rome Beauty			
Salome			
Spitzenburg			
Stayman Winesap			
Tolman Sweet			
Winesap			
W. W. Pearmain			
Winter Banana			
Wolf River			
Yellow Bellflower			
York Imperial			
Crab Apples			
Florence			
Hyslop			
Red Siberian			
Transcendent			
Whitney			
Yellow Siberian			

We recommend the Specimen 5 to 7 ft. select trees, in preference to the smaller grade at a cheaper price. Quality counts and is remembered long after the price is forgotten. You save by buying the best. For the planter of a small family orchard, our Specimen 5 to 7 ft. trees, well branched, with a well developed fibrous root system, is better than any other grade to plant. It will give you the best satisfaction and we believe that it is the tree to buy. All fruit trees in this price list are branched except as stated otherwise.

ONE YEAR APPLE

Mostly Whips.	Per 5	Per 10	Per 100
Apple, 1 yr, 3to 4 ft, top 2 yr. root.	\$2.00	\$3.50	\$27.50
Apple, 1 yr. 2 to 3 ft. top 2 yr. root.	1.75	2.50	22.50

Same varieties as on page 1, not less than 5 apple sold at above prices.

XX

TOP WORKED.

JONATHAN, DELICIOUS, GRIMES GOLDEN APPLES.

Will Triple the life of Your Trees.

	Each	10
First Class trees, 4 to 6 ft.....	\$1.10	\$10.00
Medium grade, 3 to 5 ft .....	.90	8.00

We are propagating the above popular varieties by a new and thoroughly tried out method, whereby we make five vital improvements.

1. Trees are more hardy.
2. Trees are more productive
3. Trees are longer lived.
4. Trees are more vigorous.
5. Trees are more disease resistant.

These popular varieties are top worked on hardy Virginia Crab and Hibernial stocks each variety requiring a particular variety of stock.

Our Iowa State Experiment Station at the Ames Agricultural College have been working on this for years, trying the different varieties on different apple stocks to determine which stock is the best to use for each variety. Also orchardists throughout the middle west have given these top worked trees a thorough trial showing the above 5 improvements.

No one will ever regret buying these top worked trees. This is the most important apple improvement ever made.

XX

XX SPECIMEN APPLE

Many of our customers prefer a still larger tree than the regular commercial No. 1 grade To this trade we offer an extra heavy XX Specimen Apple Tree.

These XX Specimen Apple Trees will be specially selected as to their size and shape, having well balanced and branched tops. They were given more room in the nursery row, resulting in heavier trees.

These are not "overgrown" or unusually large or tall trees, but are clean, shapely, well balanced XX Specimen Apple Trees.

XX Specimen Apple Trees each	\$1.25
3 trees (any varieties)	3.50

**DARK RED DELICIOUS
AND IMPROVED GRIMES
Two Year Tops 3 Year Roots**

	Price	Per
	Each	10
Specimen trees 5 to 6 ft.	\$1.25	\$10.00
Medium grade 4 to 5 ft.	1.00	8.50
Light grade 3 to 4 ft. ....	.75	6.00

CHERRIES

Budded on imported French Mahaleb. Will not sprout from roots.

	Price	Per	Per
	Each	10	100
Specimen trees, 5 to 6 ft. extra select, 2 yr. top, 3 yr. rt	\$1.25	\$10.00	\$85.00
Medium Grade, 4 to 5 ft 2 year top 3 yr. root .....	.90	8.00	70.00
Lt. Grade 2½ to 4 ft. 1 yr. top 2 yr. root .....	.60	5.50	50.00

**EARLY RICHMOND
MONTMORENCY
DYEHOUSE
ENGLISH MORELLO
LATE DUKE
OSTHEIM
WRAGG**

We are one of the largest growers of fruit trees in the Middle West. The prices quoted are for strictly first class trees, well branched and well rooted, the best that can be had at any price. We recommend the Specimen trees 5 to 6 feet high.

These Cherry trees are not to be compared with the small one year or the mail order sizes of trees. The two best varieties for the Mississippi and Missouri Valleys are the Early Richmond and the Montmorency, which ripen about ten days later than the Early Richmond. Cherries you know are practically a sure dependable crop.

SPECIAL

**Hamburg Hardy Sweet Gold Cherry
Hamburg Hardy Sweet Red Cherry**

Vigorous trees 4 to 6 ft., 1 yr mostly whips	Each \$1.50
Medium Grade, 2½ to 4 ft., 1 year, mostly whips	\$1.00

Hundreds of times we have been asked "Have you a hardy Sweet Cherry?" We have them. The above Golden Yellow and Red Sweet Cherries bear well here in the Middle West and the trees are thrifty and do not winter kill. We have them bearing here in Hamburg. Do not fail to include some of both the above varieties in your home and family orchard. They will bear where other sweet varieties fail. They will stand our below zero winters here in the West.

XX SPECIMEN CHERRY

XX Specimen Cherries are smooth and shapely. Extra well-balanced tops and roots—real specimens. Heavier than the regular No. 1 Grade but not overgrown and "staggy" Two varieties only:

EARLY RICHMOND AND MONTMORENCY XX Specimen Cherry, Each	\$1.60
4 trees, 2 of each variety	\$6.00

PLUMS

European and Japanese Varieties

	Price	Per	Per
Specimen trees 5 to 7 ft.	Each	10	100
2 yr. top extra select 3 yr rt	\$1.25	\$11.00	\$90.00
ABUNDANCE (Jap)	All of these varieties bear here in the Middle West. Not hardy North of Des. Moines.		
BURBANK (Jap)	They are large, very fine flavored and are in great demand wherever grown.		
DAMSON (Eup)			
GERMAN PRUNE (Eup)			
GREEN GAGE (Eup)			
LOMBARD (Eup)			

Improved Native American Varieties

	Price	Per	Per
Specimen trees 5 to 7 ft	Each	10	100
extra select 2 yr. top 3 yr. rt	\$1.25	\$10.00	\$85.00
Medium Grade, 4 to 5 ft			
2 year top 3 yr. root	1.00	8.00	70.00
Light grade, 3 to 4 ft. 1 yr.	.60	5.50	50.00

AMERICA (Improved Gold) These Improved Budded Native Varieties are hardy anywhere in the U. S. The three best varieties are the America, Daisy (discovered here in Hamburg), and the Terry. Remember all our plums are budded varieties on plum roots, not peach roots.

DAISY (Improved Late Wild Goose)

OMAHA

TERRY

WILD GOOSE

HYBRID VARIETIES

	Price	Per	Per
Specimen trees 5 to 7 ft	Each	10	100
2 yr. top ex. select 3 yr. root	\$1.25	10.00	\$85.00
Medium grade, 4 to 5 ft., 2 year top 3 yr. root	1.00	8.00	65.00
Light Grade, 3 to 4 ft. 1 yr.	.60	5.50	50.00

HANSKA
OPATA
SAPA
WANNETA
KAGA
LACRESCENT

Here is something you cannot afford to pass up. Hardy everywhere. Bear next year after being planted. Bear clear to the tip ends in clusters. Very heavy bearers. Meaty and excellent rich flavor. Try these plums. You will never regret it. Introduced and originated by Prof. N. B. Hansen of the University of South Dakota, and by University of Minnesota Experi. Station.

SPECIAL

LORING PRIZE and UNDERWOOD PLUMS.

	Price	Per
Specimen trees, 5 to 7 ft	Each	10
extra select, 2 yr. top, 3 yr rtr	\$1.50	\$12.50
Medium Grade, 4 to 5 ft. 2 year top, 3 yr rt.	1.00	8.00

Just a word about these plums: Both of them originated in Minnesota; the Underwood by the University of Minnesota and the Loring introduced by Hon. C. M. Loring. Enormous large, bright red, juicy yet meaty, and of excellent quality fruit. We have a limited number of these to offer this year. One word describes these two new varieties. "Wonderful." Buy some of the Hansens and buy some of these and you will have the best plums introduced and originated in America.

SPECIAL PLUM CLUSTER BARGAIN

The Big 7 Plum Collection.

This is a real bargain for you. These plums are choice varieties specially selected so you will have fruit from July 15th to Sept. 15th, over a period of 2 months. They are all perfectly hardy anywhere; they are extremely heavy bearers and bear young often the next year after being planted. They are meaty and have an excellent rich flavor. They will fertilize each other insuring a heavy crop. In every way these 7 plum trees are superior and we positively guarantee that they will please you. Plant them in a cluster.

All 2 year selected 5 to 7 feet trees.

1 Kaga, 5 to 7 ft	\$1.25
1 Opata 5 to 7 ft	1.25
1 Sapa 5 to 7 ft	1.25
1 Waneta 5 to 7 ft	1.25
1 Underwood 5 to 7 ft	1.50
1 Loring Prize 5 to 7 ft	1.50
1 Terry 5 to 7 ft	1.10
Regular Price	\$9.15
Collection Discount	2.15
Special Bargain Price	\$7.00

PACKING

Every customers order is individually packed. We enclose the roots of all trees and plants in heavy paper or burlap with damp packing material about the roots to keep stock in good condition.

PEARS

Dwarf Varieties

	Price Each	Per 10	Per 100
Specimen trees 4 to 5 ft., ex. select 2 yr. top 3 yr. rt	\$1.50	\$12.50	\$100.00

BARTLETT DWARF The difference between Dwarf
DUCHESS DWARF and Standard Pears is that
KIEFFER DWARF Dwarf Pear trees are budded on
 imported quince roots which
 stunt or dwarf the growth. Standard Pears are budded on
 Pear Roots. The fruit is the same as the Standard varie-
 ties. The Duchess is the best dwarf to buy.

PEARS

Standard Varieties

	Price	Per	Per
	Each	10	100
Specimen trees, 5 to 7 ft			
2 yr. extra select 3 yr. rt.	\$1.25	\$10.00	\$85.00
Medium Grade, 4 to 5 ft.			
extra select 2 yr. top, 3 yr. rt	\$1.00	\$ 8.00	\$70.00
Lt. Grd. 3 to 4 ft. 2 yr. top 3yr.rt	60	5.50	50.00

B d Anjou (W)

Bartlett (S)

Clapps Fav. (S)

Duchess (F)

Flemish Beauty (F)

Garber (W)

Kieffer (W)

Seckel (F)

Sheldon (F) a

good one.

Pears require little care and bring you big returns. Letter after name indicates ripening season.

SPECIAL

Douglas Standard Pear

	Price	Per	Per
	Each	10	100
Specimen trees 5 to 7 ft			
ex. select 2 yr. tp 3 yr rt.	\$1.50	\$12.50	100.00
Medium grade, 4 to 5			
ft., 2 year top 3 yr rt.	1.25	10.00	75.00
Light grade, 2½ to 4			
ft., 3 yr. root, 2 yr. top.	1.00	8.00	65.00

For years nurserymen have searched for a blight proof pear. Here we have it—at last a pear that is blight resistant. The parent tree over 20 years old has never blighted nor has any of the trees budded from this tree shown the least signs of blight. Again this is the only pear that we know of that bears the next year after being planted. Think of 't, bears right off the bat. It is a good keeper, ripening a week or two ahead of other winter pears.

This pear will pay for itself several times before other varieties of Pears even start to bear.

PEACHES

CHOICE BUDDED VARIETIES

	Price	Per	Per
Specimen trees, 5 to 7 ft	Each	19	100
extra select 1 yr. top 2 yr rt	\$.75	\$7.00	\$60.00
Med. grade 4 to 5 ft. 1 yr. top 2 yr rt.	.60	5.50	45.00
Lt. Grade, ,3 to 4 ft. 1 yr top 2 yr. rt.	.45	4.00	35.00

ALEXANDER—W
EARLY ELBERTA—Y
ELBERTA—Y
CHAMPION—W
CRAWFORD'S
EARLY—Y
CRAWFORD'S
LATE—Y
HEATH CLING—W
ROCHESTER—Y
J. H. HALE—Y
KRUMMEL'S
OCTOBER—Y

White meated peaches followed by W; yellow meated by Y. Champion and Elberta are the old standbys. Don't forget to buy a few Heath Cling for the wife to make Peach Pickles out of. It certainly is "good eats" when you can sit down to a dish of home canned "peaches and cream," after the day's work.

Crosby (Y)
 Salway (Y)

BLACKBERRIES AND DEWBERRIES

BUY MERSEREAU—IT IS BEST

	Per	Per
	12	100
Ancient Britton and Snyder		
No. 1 Extra Select	\$1.50	\$8.00
Eldorado and Mersereau		
No. 1 Extra Select	1.75	10.00
Lucretia Dewberries		
No. 1 Extra Select	1.50	8.00

SPECIAL GARDEN ROOTS

New Mammoth Rhubarb

Price	Per	Per
Each	12	100

The best rhubarb that

money can buy\$0.20 \$2.00 \$12.00

New Washington Rust Proof Asparagus

Per	Per
12	100

No danger of losing your bed with

these two year plants.....\$0.60 \$3.00

1 year plants40 2.00

REPLACEMENT

Our terms for replacing stock which fails to grow with care the first season, are at ONE-HALF PRICE, for shipment the following spring. There are no exceptions to this rule.

COMPASS AND ZUMBRA

Cherry Plums

	Price	Per	Per
	Each	10	100
Specimen trees, 5 to 7 ft			
extra select, 2 yr. top, 3 yr. rt	\$1.25	\$11.00	\$90.00
Medium Grade 4 to 5 ft.			
2 year top 3 yr. root	1.00	8.00	70.00
Lt. Grade 3 to 4 ft 2 yr top 3 yr rt	.65	5.50	45.00

You have heard of the sure crop Compass Cherry Plum. Hardy everywhere in the U. S. Bears next year after being planted. Fruits in clusters clear to the tips of the branches. Extra fine for preserves. The Zumbra is a sister Cherry Plum of the Compass. Regarded by critics as a great creation, even better than the Compass.

APRICOTS

	Price	Per	Per
	Each	10	100
Specimen trees, 5 to 7 ft			
extra select 2 yr. top, 3 yr. rt	\$1.10	\$10.00	\$80.00
Medium grade 4 to 5 ft.			
2 year top 3 yr. root	.90	8.00	70.00
Moorpark		Russian	Superb

QUINCE

	Price	Per	Per
	Each	10	100
Specimen trees, 5 to 7 ft			
extra select 2 year top, 3 yr rt	\$1.25	\$10.00	\$80.00
Champion		Orange	

MULBERRIES

	Price	Per	Per
	Each	10	100
Russian Mulberries, 3 year,			
6 to 8 ft.	\$1.00	\$8.50	\$75.00
Russian Mulberries, 3 year,			
5 to 6 ft	.75	6.00	50.00

PLANT MORE FRUIT

Fruit growing is one of the finest occupations, work is light compared with other farm work and the profits far better than from the average farm crops. Government Statistics show the average return from all cereal crops is \$13.93 per acre; from fruit crops \$110.01 per acre.

GRAPE VINES

Leading Varieties

	Price Each	Per 12	Per 100
Concord, 2 year, No. 1 XX, extra Select	\$.25	\$2.50	\$15.00
Concord, 1 year No. 1	.15	1.50	10.00
Varieties listed below XX extra select	.30	3.25	22.50
2 year No. 1			
1 yr. No. 1	.25	2.50	20.00

Varieties listed below

AGAWAM (Red)
BETA (Blk, the Wine
and Jelly Grape)
BRIGHTON (Blk)
CATAWBA (red)
DIAMOND (White)
MOORE'S EARLY
(Blk)
NIAGARA (White)
WORDEN (Blk)

No family orchard, no garden, however small, is complete without grape vines. Think of all the grape juice, jams and jellies you can make, and then also have all you want to eat fresh out of hand. They are easily grown, over trellis arbors or fences, or most anywhere. Noah planted grape vines after the flood. From then to this day

Grape history and that of Man have been closely intertwined. The Spies of Moses brought back a bunch of Grapes from the Promised Land, as a sign of its fruitfulness. Grow them—they are good for you.

SPECIALLY SELECTED

Concord 3 Yr. Choice, Extra Heavy Per 12 \$3.50

SPECIAL

Caco Grape

	Price Each	Per 6	Per 12
Caco, 2 yr. No. 1 XX, extra select	\$0.50	\$3.00	\$5.50

A cross between Concord and Catawba from which it gets its name. Hardy everywhere. Large wine red, juicy sweet berries that melt in your mouth. You have seen the shipped in Red California grapes in the grocery store. Well, these have those beat all to pieces. Now you know how good they are. This is the best grape that we know of.

CURRENTS

Leading Varieties

	Price Each	Per 12	Per 100
Varieties listed below, 2 year No. 1 XX, extra select	\$.30	\$3.00	\$20.00
Varieties listed below, 1 year No. 1	.20	2.00	15.00

CHERRY
FAY'S PROLIFIC
RED CROSS
WHITE GRAPE
WILDER
PERFECTION (10c
plant extra)

When you think of currants you think of two things—a small boy and bread and jelly. Have plenty of jelly for the boys and girls. They don't take any room and just keep on growing.

SPECIAL
Diploma Currant

	Price Each	Per 12
Leading varieties, 2 yr. No. 1 XX Extra select	\$2.40	\$4.00
Diploma 1 year No. 1	.30	3.00

These are the largest and the best of the currant fruit. The fruit is of a bright red color and is highly productive. It is the best variety of currant ever introduced.

GOOSEBERRIES

	Price Each	Per 12
Leading varieties, 2 yr. No. 1 XX Extra select	\$0.30	\$5.00
Leading varieties, 1 year No. 1	.20	2.00

Maughton Champion Downing Pearl

RASPBERRIES

	Per 12	Per 100
Netherland, one year tips, Black	\$1.25	\$7.00
Black Pearl one year tips, Black	1.25	7.00
Columbia, 1 year tips, Purple	1.75	10.00
Black Bogus 1 yr. Suckers	1.25	7.00

Be careful in planting raspberries. Do not plant too close together. Do not plant a shallow rooted plant. Plant the crown one inch below the ground, and spread roots out well.

SPECIAL

Latham Raspberries

Buy 50 or 100 of These

	Per 12	Per 100
Latham Strong No. 1 Plants	\$1.50	\$10.00

Latham is the best red raspberry ever introduced. It is the largest, firmest and most prolific bearing red raspberry. Highest quality fruit. It is firm and does not go to pieces as soon as picked, like other red raspberries.

TRANSPLANTED RASPBERRIES

Bear First Year	Per	Per
	12	100
Cumberland only, 2 yr plants ex. select	\$1.50	\$10.00

Cumberland is the best black raspberry. The second year after you plant these 2 year plants out they will pay you hand some returns on your investment. If you want to plant "Sure grow" raspberry plants, plant 2 year old plants. Every year we have run out of 2 year Cumberland plants. Get your order in early.

We do not sell any strawberries for fall delivery

	STRAWBERRIES		
	Per 50	Per 100	Per 1000
Cooper	\$1.00	\$2.00	\$15.00
Other Spring Bearing Varieties	.75	1.25	10.00
Fall or Everbearing Progressive	1.25	2.00	17.50
Hamburg Nurseries Champion			
Everbearing	\$1.25	2.00	17.50

SPRING BEARING Fruitgrowers agree that the
EARLY OZARK Senator Dunlap is the best
GIBSON strawberry for the middle west.
SENATOR DUNLAP It produces immense crops of
WARFIELD (Imp.) dark red, firm, even sized berries.

It is hardy and thrives on most any kind of soil. It retains its rich flavor after being canned. It does well planted alone or with other varieties.

Our strawberry plants are all **NURSERY GROWN**. They come from beds that have not been allowed to bear fruit. If you do not get plants that are **NURSERY GROWN** you are apt and usually will get plants that are seedlings, which have come up from the seeds of the decayed fruit. That is the reason that plants "RUN OUT" in a few years—the good plants have been crowded out by the seedlings. If you get plants from your neighbor you will be very apt to get some of these seedling plants. You will get the best results from "NURSERY GROWN ONE YEAR" plants. The **HAMBURG NURSERIES STRAIN OF CHAMPION EVERBEARING STRAWBERRIES** we believe far superior to the old Progressive.

THE GENUINE MASTODON Our Strawberry Special King of Strawberries.

The only practical everbearing commercial strawberry—they yield heavy profitable crops.

SPECIAL LOW PRICES.

50 Plants \$1.50 100 Plants \$2.50

The most wonderful everbearing strawberry introduced. It produces at least 3 or 4 times as many berries as Champion or the Progressive and in size is easily double. It is not only an extra fine fall bearer, but also a good spring bearer as well. It is a large red choice flavored solid superior quality berry. A good keeper and shipper. It comes into bearing within 100 days after plants are set.

Buy this sure winner, heavy bearing, money making Mastodon.

ORNAMENTAL SHRUBS.

All Shrubs are Field Grown From 3 to 5 yr. old.

The 2 to 3 ft. shrubs are 4 and 5 years old grown especially for landscape work.

Specimen Transplanted Stock for Lawn and Group Plantings.

	Size 2/3	18/24	12/18
	ft. each	in. each	in. each
Almond Pink and White.....	\$0.75	\$0.60	\$0.50
Barberry Thunbergi-Atropurpurea (New Red Leaved)		2.00	1.50
Barberry Thunbergi, 3 year strong	.60	.50	.40
Barberry Box (Dwarf) .....			.75
Buckthorn .....	.50	.40	
Butterfly Bush .....		.60	
Calycanthus	1.00	.75	.50
Cornus Lutea (Golden .....	.60	.50	
Cornus Siberica (Blood Red) .....	.60	.50	.40
Cornus Variegated	1.00	.75	.50
Cotoneaster Acutifolia .....	.85	.75	
Cranberry Highbush	1.00	.75	.60
Deutzia Crenata Rosea .....	.75	.60	.50
Deutzia Gracilis (Dwarf)		1.00	.75
Deutzia Pride of Rochester.....	.60	.50	.40
Elder Golden and Fern Leaved....	.85	.60	.50
Euonymus Alatus (Burning Bush) .	1.25	1.00	.85
Forsythia Fortunei (Golden Bell)	.60	.50	
Forsythia Intermedia (Golden Bell)	.60	.50	
Forsythia Suspensa (Dp. Gol. Bell)	.75	.60	
Honeysuckle, Bella Albida.....	.60	.50	
Honeysuckle, Bella Rosea .....	.60	.50	
Honeysuckle Bush Fragrant .....	.75	.60	.50
Honeysuckle Bush Morrowi .....	.75	.60	
Honeysuckle Bush (Pink and White Tartarian) .....	.60	.50	
Hydrangea Arborescens and Pan- iculata	1.00	.75	.60
Size 3 to 4 ft. each			
Hydrangea Tree Form of Paniculata			\$2.00
Lilac French Budded Named Kinds Choice....			\$2.00
Lilac Purple and White	\$0.75	\$0.65	0.50
Privet Regels.....	70	.60	.50
Prunus Newport .....	.85	.75	
Prunus Triloba	1.00	.75	
Quince Japan Scarlet .....	.90	.75	.50
Snowball, Improved	1.25	.85	.75
Snowberry Red .....	.50	.40	.30
Snowberry, White .....	.60	.50	.40
Spiraea Anthony Waterer	1.00	.75	.60
Spiraea Billardi, Pink .....	.60	.50	
Spiraea Callosa Alba	1.00	.75	.50
Spiraea Froebeli .....	.85	.60	.50
Spiraea Douglasi and Arguta .....	.75	.60	.50

SHRUBS (Cont.)

Size 2|3 18|24 12|18

	ft. each	in. each	in. each
Spirea Sorbifolia	\$0.75	\$0.60	\$0.50
Spirea Golden	.60	.50	
Spirea Prunifolia	1.00	.85	
Spirea Thunbergi	.75	.60	.50
Spirea Van Houttei (Bridal Wreath)	.50	.40	.35
Spirea Van Houttei, Choice plants large clumps	\$.75		

Size 2|3 18|24 12|18
ft. in. in.
each each each

Sumac Fern Leaved and Stag- horn	\$0.75	\$0.60	
Syringa Virginal	1.25	1.00	
Syringa Coronarius and Nivales	.60	.50	.40
Syringa Golder.		1.25	1.00
Syringa Lemoinei	.90	.75	.60
Tamarix	.60	.50	
Viburnum Cassinoides	1.00	.80	.60
Viburnum Dentatum	.85	.70	.50
Viburnum Lantana	1.00	.80	.60
Viburnum Lentago	1.00	.80	.60
Viburnum Tomentosum	1.00	.80	.60
Weigela Eva Rathke	1.00	.80	
Weigela Rosea	.75	.60	.40
Weigela Variegated	1.00	.75	.60

SHADE AND ORNAMENTAL TREES

These trees are nursery grown, nursery pruned and are branched.

	Size 8/10 ft. each	6/8 ft. each	5/6 ft. each
Ash and Box Elder	\$1.50	\$1.00	\$0.75
Butternut			1.75

We have this year 3 year stems most beautiful Bungei we have ever grown. Try them.

Catalpa Bungei, Choice well grown		Each
4 foot stem		\$2.00
5 foot stem		2.50
6 foot stem		3.00

	Size 4/5 ft. each	3/4 ft. each	2/3 ft. each
Crab Bechtels, Double Flowering	\$2.00	\$1.25	\$.75

SHADE TREES	Cont Size 8/10	6/8	5/6
	ft each	ft. each	ft. each
Chestnut, American Sweet.....			2.00
Catalpa Speciosa	1.25	.85	.60
Elm, American White	1.50	1.25	.75
Elm, Chinese		2.50	1.75
Elm, Moline	3.00	2.50	
Elm, Vase Shaped	3.00	2.50	
Hackberry	3.00	2.50	2.00
Linden, American	4.00	3.00	2.00
Locust, Honey and Black	2.00	1.50	1.00
Maple, Hard or Sugar.....	4.00	3.00	2.00
Maple, Norway	3.00	2.50	2.00
Maple, Soft or Silver Leaved.....	1.50	1.00	.75
Maple, Schwedlers		6.00	5.00
Maple, Wiers Cut Leaved		3.00	2.00
Mt. Ash Eup		2.00	1.50
Oak, Burr, Pin and Red		5.00	4.00
Olive, Russian.....		2.00	1.50
Persimmon		4.00	3.00
Popular Bolleana (The best poplar	4.00	3.00	2.00
Poplar, Carolina and Norway....	1.25	1.00	.75
Poplar, Lombardy	1.60	1.25	.85
Poplar, Silver Leaved	1.60	1.25	.85
Sycamore, American	3.00	2.50	2.00
Walnut, Black	2.50	2.00	1.25
Willow, Golden and Laurel Leaf.	2.00	1.00	.75

WEEPING TREES

	6-8 ft each	5-6 ft each	4-5 ft each
Cut Leaf Weeping Birch	\$7.00	\$5.00	\$3.50
Willow Wisconsin	\$1.50	1.00	1.00

FOREST TREE SEEDLINGS

Timber and Fence Posts are a little higher each year in price. A few dollars invested now will bring immense returns in a few years. Not less than 100 sold of a variety. 15% discount on 300 or more of one variety. Here is something that cannot and will not get cheaper—as the years roll by—lumber and fence posts.

	Price Per 100 1 year old 1 to 2 ft.	Price Per 100 2 year old 2 to 3 ft.
Cottonwood, Black Locust Osage		
Orange	\$2.00	\$4.00
Mulberry Russian, Catalpa Spec..	3.00	4.50
Poplar, Carolina and Norway	4.00	6.00
Walnut Black	5.00	8.00
Willow Laurel Leaved; windbreak	5.00	8.00
Ash, Elm, Honey Locust, Maple..	4.00	6.00
	4-4 ft	4-5 ft
Poplar, Carolina and Norway	\$8.00	\$10.00

ORNAMENTAL HEDGING.

This stock grown especially for hedges—and it is 2 and 3 year stock that has been transplanted at least once and most of it twice to make it bushy.

Not less than 30 at 100 rates.

Sell less than 30 at 6c per plant additional.

	Size		
	12/13 in.	18/24 in.	2/3 ft
	Price per 100		
Barberry Thunbergi	\$20.00	\$30.00	
Buckthorn	25.00		
Honeysuckle, Tartarian	20.00	30.00	
Mulberry Russian		4.00	
Olive, Russian	15.00	25.00	
Privet Amoor River North	14.00	18.00	20.00
Spiraea Van Houttei	20.00	25.00	40.00
Privet Ilota Spreading	20.00	25.00	30.00

Barberry Thunbergi (Japanese Barberry, rustless)

The aristocratic hedge. A beautiful plant with thorny drooping branches, dark green leaves, small berry round leaves. In the early fall leaves turn a rich crimson and branches are loaded with red berries all winter. Does best when not trimmed, although good results are obtained when pruned. Hardy. Plant 12 to 18 inches apart, in a trench.

Amoor River North Privet

The hedge for everybody. The most popular of all hedges. Hardy everywhere. Trim back severely four inches above ground as soon as planted. And then cover top and all for 2 or 3 weeks and then uncover gradually. Keep well trimmed raising height by degrees to where you wish it. Retains fine green leaves till late in fall. Plant 12 inches apart, in a trench.

Spiraea Van Houttei

The old favorite bridal Wreath. A good hedge where a pruning is wanted as it is a heavy grower. Good for screening purposes. Snow white bloom in May. Plant 12 to 18 inches apart, in a trench.

CLIMBING VINES

All hardy vigorous 2 and 3 year plants, field grown

	Price each
Ampelopsis Engelmanni	\$0.60
American Ivy (Virginia Creeper)	.50
Bitter Sweet (Celastrus Scandens)	.75
Boston Ivy (Ampelopsis Veitchei)	1.00
Clematis (purple, Red and White, large flowering)	1.50
Clematis Paniculata (Small sweet scented white)	.75
Eunymus Vegetus (Wonderful hardy evergreen)	1.00
Honeysuckle, Halleana and Scarlet Trumpet	.60
Wistaria (Purple)	.75
Wistaria (White or Blue)	1.00

ROSES

Out Door Strong 2 yr. No. 1 Field Grown

Two year Number 1 Field Grown

*Starred kinds are the Hybrid Teas or Everblooming. They should be protected in winter by raking leaves around plant and then covering well with gunnysacks. These roses will bloom for you the first season. Each spring cut wood back of Everblooming roses 3 to 4 inches above the bud.

HOW TO PLANT ROSES SUCCESSFULLY.

Roses can be transplanted successfully if the following directions are observed. First. Cut back the tops severely, cutting back each cane to three or four buds. Shorten the roots a little. Do not expose roots to sun or wind. Second. Dig a roomy hole at least 6 inches wider than spread of roots and deep set plant well down in hole. Fill hole two thirds full of rich soil, tamping the soil firmly around the roots as being filled up. Third. Water the plant thoroughly and generously, allowing water to soak in ground before filling the hole. Fourth. Cover the newly set plant with a mound of soil at least 6 inches high, completely covering the plant. This prevents the plant from drying out. After a four or five inch growth has pushed thru the soil, then rake away the mound of dirt from the plant gently. Follow these directions and success will be yours and don't forget to protect your roses during the winter months.

	Price each	Per 6
*Etoile De France (velvety crimson)	.75	4.00
*Frau Karl Druschki (snow white very fine)	.75	4.00
General Jack (bright crimson)	.75	4.00
*Gruss an Teplitz (wonderful dazzling red rose)	.75	4.00
*K. A. Victoria (sweet scented white)	.75	4.00
*Killarney Pink (brilliant pink)	.75	4.00
*Killarney White (pure white)	.75	4.00
*Lady Hillingdon (the best yellow rose)	.75	4.00
*LaFrance (silvery pink)	.75	4.00
*Los Angeles (coral pink shaded cop- per gold, the finest rose every intro- duced)	1.25	7.00
*Mrs. John Laing (a dandy soft pink rose)	.75	4.00
Paul Neyron (pink, largest bloom of all)	.75	4.00
Pink Radiance	.75	4.00

OUR MOTHER'S ROSE GARDEN SPECIAL

Two year field grown plants.
The best five freeblooming hardy roses.

1 Frau Karl Druschki (white).....	\$0.75
1 Gruss an Teplitz (red)	\$0.75
1 Lady Hillingdon (yellow)	\$0.75
1 Mrs. John Laing (Pink).....	\$0.75
1 Paul Neyron (rose)	\$0.75

Regular Price	3.75
Special Collection Price for all ..	3.50
All different colors	

CLIMBING AND RAMBLER ROSES

Two year old Number one Field Grown.
Old favorites and many splendid new kinds.

	Price each	Per 6
Climbing American Beauty (bt. red)	.75	4.00
Crimson Rambler (red) .....	.75	4.00
Dorothy Perkins (pink) .....	.75	4.00
Flower of Fairfield (Improved Ever- blooming Crimson Rambler, a won- derful rose) .....	.75	4.00
Pauls Scarlet Climber (splendid scar- let) .....	.75	4.00
Tausendschon (Thousand Beauties). (The finest, best pink climbing rose)	.75	4.00

BABY RAMBLER, MOSS, RUGOSA AND MEMORIAL ROSES

Two year old Number one Field Grown
Pink, Red or White

	\$1.00	\$5.00
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SPECIAL PEONY BARGAIN

One each of these six best 3 to 5 eye peonies.
Felix Crouse \$1.25 These 6, two pink, two
Festiva Maxima... .75 red and two white, we
Louis Renault 1.00 recommend as the
Madam de Verne- best that any lover of
ville 1.00 peonies could find
Edulis Superba... .75 anywhere—every one
Victor Hugo 1.00 stands at the top.

Regular	\$5.75
Collection discount .....	.75
Special Bargain price	5.00

PEONIES The Decoration Day Flower

Strong 3 to 5 eye Divisions of 3 year old plants.

Red	} Each \$0.75
White	
Pink	

The varieties listed below are every one of them choice. They are our pick after several years close observation. Plant peonies on your Cemetery Lot or near your home—they live for ever.

PEONY VARIETIES

	each
Couronned' Or (white cream center, late)	\$0.85
Edulus Superba (rose-pink, early) . . . . .	.75
Felix Crouse (brilliant red, midseason)	1.25
Festiva Maxima (white, center crimson specked early) . . . . .	.75
Livingstone (large shell pink, late)	1.00
Louis Renault (shell pink, midseason)	1.00
Madam de Verneville (pure white, early), Won sweepstakes at St. Paul National Peony Show	1.00
Marie Lemoine (silvery white, very late)	1.00
Monsieur Jules Elie (glossy pink early)	2.00
Monsieur Krelage (dark red, midseason) . . . . .	.75
Officinalis Rubra (bright crimson, early)	\$1.50
Victor Hugo (red midseason)	1.00

TRANSPLANTED EVERGREENS FOR WINDBREAK

Living behind a windbreak is just like moving 500 miles further south. It saves fuel and protects your stock in the winter time. Plant your windbreak this spring—don't put it off. 30 at 100 rates. Do not expose the roots of your evergreens.

Two or more times transplanted.

(The Black Hills Spruce, originating in the wind-swept hills of South Dakota make a wonderful compact windbreak. Easiest of all evergreens to transplant. There is no substitute for an evergreen windbreak.)

	Per 10	Per 100
Black Hills Spruce		
12 to 18 inches	12.50	100.00
Norway Spruce		
12 to 18 inches	7.50	70.00

ORNAMENTAL SPECIMEN EVERGREENS

These are selected specimen trees. They are dug in the Nursery with a ball of earth (the same soil it grew in). This ball is held in place by a strong covering of burlap. The roots are thus protected and very little or no loss should be suffered in transplanting. Leave burlap on when transplanting into permanent place.

	Price each	Per pair
Varieties as listed, 2 to 3 feet	\$5.00	\$9.50
Varieties as listed, 18 to 24 inches	4.00	7.50
Irish Juniper		
Swedish Juniper		
Red Cedar		
Black Hills Spruce		
Norway Spruce		
Arbor Vitae Chinese, 8 to 12 inch	1.00	2.00
Ar. Vi. Chinese Compacta, 8 to 12 in	1.00	2.00
Ar. Vi. Pyramidalis 8 to 12 in	1.00	2.00
Arbor Vitae Pyramidalis, 2 to 3 ft.	8.00	15.00
Arbor Vitae Pyramidals, 18 to 24 in	7.00	13.00
Blue Cedar 18 to 24 inch	6.00	11.00
Juniper Communis Depressa dwf.		
18to 24 inch	8.00	15.00
12 to 18 in	5.00	9.00
Juniper Pfitzeriana 18 to 24 in dwf	8.00	15.00
Pine Mugho (Dwarf), 12 to 15 in. wide	8.00	15.00

BULBS

For fall planting only.

	Price Each	Per 12	Per 100
Crocus	\$.06	\$.60	4.00
Hyacinths . . . . .	.25	2.75	18.00
Narcissus or Jonquils . . . . .	.25	2.50	18.00
Tulips, Single or Double . . . . .	.10	1.00	7.00
Tulips, Darwin . . . . .	.15	1.25	9.00

BULBS

For Spring Planting

	Price Each	Per 12
Caladium (Elephant Ear)	\$0.30	\$3.00
Cannas (Choice named varieties) . . . . .	.25	2.50
Dahlias (Choice named varieties) . . . . .	.35	4.00
Gladiolus (Choice named varieties) . . . . .	.15	1.25
Lilium Auratum . . . . .	.60	6.50
Lily Tiger . . . . .	.30	3.25
Lily of the Valley (one of our special- ties). We dig a solid square of earth with 10 pips, which means 10 individ- ual plants in this clump of earth, per clump . . . . .	.50	5.00
Tube Roses . . . . .	.15	1.60

HARDY PERENNIALS

More and more our customers are planting these plants that do not need to be taken up in the fall. This stock is twice transplanted, hardy field grown stock.

Note colors are given different plants; months of blooming season; " stands for number of inches high when in bloom; ' stands for number of feet high when in bloom.

Blooming and height may vary some.

	Price Each	Per 12
Achillea, The Pearl, white, June, July 18"	\$.30	\$3.25
Aster, purple, September, October 4'	.35	3.50
Bleeding Heart, red, May, June 18"	.85	8.50
Canterbury Bellflower (Campanula), blue, rose, white, August 9"	.35	3.50
Chrysanthemum Hardy Garden, different colors, September, October 4'	.35	3.50
Coreopsis Lanceolata, yellow, June, July, 2'	.35	3.50
Delphinium, Hardy Larkspur, white and blue, most of summer, 4'	.35	3.50
Digitalis, Fox Glove, white, purple, yellow, June, July 3'	.35	3.50
Golden Glow, Rudbeckia, yellow, August 6'	.30	3.25
Gypsophila, Baby's Breath, white, July, August, 2 to 3'	.35	3.50
Hibiscus, Mallow Marvels, pink, red or white, August 4'	.35	3.50
Hollyhock, different colors, June, July 5'	.30	3.25
Iris, German, different colors, May, June, 2 to 2½'	.30	3.25
Iris, Japan, different colors, May, June 2 to 2½'	.40	4.25
Lathyrus, Perennial Sweet Pea, different colors, July to September, 8 to 10'	.30	3.25
Phlox, different colors, all summer, 12 to 18"	.35	3.50
Poppy, Oriental, salmon, June 2'	.40	4.25
Sweet William, different colors, June 12"	.35	3.50
Yucca, white, June 5'	.35	3.50

If you want flowers continuously from April
to October plant Iris, Peonies and Gladiolas--
adding Phlox for good measure.

LANDSCAPE YOUR HOME

It is truly remarkable how a few shrubs and flowers planted around a house will transform otherwise bare and sometimes unsightly places into spots of cheerfulness and homes of wonderful beauty, increasing the value of the property many, many times the cost of these plants.

By a careful selection of varieties, blooms matching every tint of the rainbow is yours from early spring till late autumn. You can transform an ordinary house into a home of gorgeous beauty. Here is where our landscape department is at your service. Our landscape man knows when plants bloom, the color of their flowers, the shades and tints of their leaves and twigs. He knows their height and their spread at maturity. He knows what shrubs and plants thrive best on the north side of buildings; and what do best on the sunny south side. At a comparatively small cost we can make the lawn of your home blend and harmonize in all the elegant beauty that living plants only can give to your own home.

The outside of your home will be as cozy and comfortable and beautiful as your parlor. Our landscape architect will help you lay out your place right.

We urge our customers and salesman to take advantage of our LANDSCAPE DEPARTMENT.

A home surrounded properly by trees, shrubs and flowers is a place of beauty and of joy to the whole family.

We are Nurserymen—nothing else. The growing of fruit trees, shrubs and ornamentals is our life's work.

We love to start the small graft or shrub, tend, nourish and watch it grow.

We love our work and business because we are producing something that fruitful, useful and necessary to mankind.

You, too, be a producer—grow your own fruit.

What in nature is more beautiful than TREES and PLANTS?

"It's not a home 'till it's planted."

Sincerely yours,

THE HAMBURG NURSERIES.

Sjulin Bros., Props.

(Pronounced Shoe-lin.)

Blooming Seasons of Popular Shrubs

Date of bloom ; color of flowers and attractive berries. Also shade loving shrubs.

Blooming in March

	Flowers
Golden Bell	Yellow
Japan Quince	Scarlet

Blooming in April

*Sparberry	Yellow
Flowering Almonds	White and Pink
Golden Bell	Yellow
Spirea Arguta	White
Linacs	Purple, Red and White
Spirea Thunbergi	White

Blooming in May

*Honeysuckles, Bush	Pink, Yel., Red and Wh.
Syringas	White
*Rugosa Roses	Red and White
Fridal Wreath	White
Calycanthus	Purple
‡*Dogwoods	White
Spirea Prunifolia	White
*Viburnums	White
*H. B. Cranberry	White
Snowball	White

Blooming in June

Weigelias	Pink and Red
*Honeysuckles, Bush	Pink, Red, Yel. and Wh.
Syringa	White
*Rugosa Roses	Red and White
‡*Golden Elder	White
Spirea Collosa Alba	White
Tamaria	Pink
Deutzia	White

Blooming in July

Weigelias	Pink, Red and White
‡Hydrangea, A. S.	White
*Regal's Privet	White
‡*Rugosa Roses	Red and White
Spirea Douglas	Red
Spirea Froebelli	Red
‡*Snowberry, White	White
‡*Snowberry, Red	White
Butterfly Bush	Blue
Spirea A. W.	Red

Blooming in August

‡Hydrangea A. S.	White
*Rugosa Roses	Red and White
Spirea Douglas	Red
Spirea Froebelli	Red
*Snowberry, White	White
Sumac	Various
Spirea Billardi	Pink
Spirea Bumalda	Red
Spirea Sorbifolia	White

Blooming in September and October

‡Hydrangea P. G.	White
‡Hydrangea A. S.	White
*Rugosa Roses	Red and White
Spirea Douglas	Red
Spirea Froebelli	Red

*Have fall or winter berries.

‡Do well in shady places; good for spots where too shady for grass.

PLANT MORE SMALL FRUITS

Raspberries, Asparagus, Gooseberries and Currants are neglected by the average land owner. They just don't think about planting them. Fine for jellies—for preserves—for canning. For the small space they take up small fruits pay bigger dividends than anything you can plant. They are sure croppers, Plant them along a fence line.

SELL SHRUBS BY SKETCH

More and more people are improving their homes by planting shrubs. Make a sketch of the place outlining where each shrub should be planted. Then SELL ALL AS ONE UNIT instead of trying to sell one shrub or one variety at a time. Remember we have the very finest list of ornamentals from which a selection can be made.

TRUE TO NAME

We grow fruit trees by the hundred thousand. Our plant of apple grafts alone this year is 340,000 in our 170 acre nursery. We grow a general complete line of nursery stock and you will find in this list one of the most complete assortments of nursery stock of any firm in the middle west.

Being extensive growers of nursery stock, we have an experienced organization of men in our nursery. Every effort is made by us to see that every order is filled with true to name stock. Every row of trees set out is carefully staked and a record made in our office of every row of trees. The size of our nursery, and the extensive scale upon which we grow our nursery stock, is itself a guarantee to our customers that they will receive what they order.

SUITABLE DISTANCES FOR PLANTING

Commercial Apple Orchard.....	30 to 40 feet each way
Home Apple Orchard.....	30 to 33 feet each way
Cherries and Standard Pears.....	20 feet each way
Plums, Peaches and Apricots.....	16 to 18 feet each way
Dwarf Pears and Quinces.....	10 to 12 feet each way
Grapes.....	for family use, 6x8 ft.; commercially 8x10 ft.
Currants and Gooseberries.....	rows 6 to 8 feet apart; plants 3 to 4 feet each way
Raspberries and Blackberries.....	rows 3½ feet apart; plants 1½ feet apart
Strawberries, commercial purposes.....	rows 2 feet apart; plants 1 foot apart
Strawberries, garden culture.....	rows 2 or more rows 16 by 16 hit and miss
Evergreen Windbreaks.....	

NUMBER OF PLANTS OR TREES REQUIRED TO AN ACRE

40 feet apart each way.....	28	10 feet apart each way.....	435
30 feet apart each way.....	48	8 feet apart each way.....	860
20 feet apart each way.....	110	6 feet apart each way.....	1,210
18 feet apart each way.....	135	5 feet apart each way.....	1,745
15 feet apart each way.....	205	4 feet apart each way.....	2,725
12 feet apart each way.....	300	3 feet apart each way.....	4,840
		2 feet apart each way.....	10,890

RULE—Multiply the distance in feet between the rows, by the distance, in feet, the plants are apart in the rows. The product will be the number of square feet required for each plant which, divided into the number of square feet in an acre (43,560), will give the number of trees or plants required for an acre.

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ON COUNTERMANDING ORDERS

Our order contract provides that a customer can not countermand his order but order can be carried forward to a following planting season upon remittance of 30 per cent of the amount of the order with the request.

We cannot make any changes in the order after Feb. 1st. If there are any other arrangements made with customer same must be plainly stated on the face of the order.

REPLACEMENT

Our terms for replacing stock which fails to grow with care the first season, are at ONE-HALF PRICE, for shipment the following spring. There are no exceptions to this rule.

BOOK ORDERS EARLY.

No nurseryman can carry a complete stock of everything ALL THROUGH THE ENTIRE SEASON. It is easier to sell a customer four months ahead of delivery date than to sell just before shipment. It costs the customer **NOTHING** to order early while the assortment is complete and avoid disappointment later. We believe we have the choicest and best varieties for this middle western territory therefore our customers should order early before we sell out of the best grades of trees.

BOYS

The Bee that gets the Honey
doesn't hang around the Hive.

HELP INCREASE OUR SALES ORGANIZATION—EARN \$25.00

We are always on the lookout for hustling salesmen. If you know of an honest reliable and trustworthy man, whom you believe would make a good salesman for us speak to him about our nursery.

Send his name in and for each salesman hired through you we will mail you our check for \$10.00 when we have received from said agent \$200.00 in good orders. When the sales of the new agent amount to \$500.00 in good business we will mail you another check for \$15.00.

Remember we want only perfectly reliable "on the square" men or women who are hustlers.